

**BUSINESS OPPORTUNITY CONFERENCE  
TARGET GENERAL CONSTRUCTION**

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**Target General Construction  
Business Opportunity Conference  
RFP NO. F5-2681-02-RFP02-1044**

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December 13, 2001**

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## BUSINESS APPROACH OVERVIEW

- SOLICITATION METHODOLOGY
- SOCIO- ECONOMIC GOALS/REQUIREMENTS
- PRICING DETAILS AND MATRIX
- SELECTION AND AWARD PROCESS
- ADVANCE PROCUREMENT PLANNING (APP) MILESTONES

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## SOLICITATION METHODOLOGY

- PREQUALIFICATION OF OFFERORS PROCESS
- COMPETITION THROUGH COMPETITIVE REQUEST FOR PROPOSALS
- GOAL IS A FIXED PRICE SUBCONTRACT ARRANGEMENT WITH FIXED UNIT RATES
- SELECTION BASED ON SOURCE SELECTION PROCESS TO INCLUDE ORAL PRESENTATION

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## SOCIO-ECONOMIC GOALS/REQUIREMENTS

- **SMALL BUSINESS SUBCONTRACTING PLAN REQUIRED**
  - SMALL BUSINESS GOAL - 40%
  - SMALL DISADVANTAGED BUSINESS GOAL – 15%
  - SMALL WOMAN OWNED BUSINESS GOAL – 5%
  - HUBZone BUSINESS GOAL - .5%
- **OFFICE OF FEDERAL CONTRACT COMPLIANCE PROGRAM (OFCCP)**
  - Notice Required for all Construction Subcontracts awarded in excess of \$10K
  - Labor Utilization Goal Reporting Requirement
    - Minorities – 6.8% of workforce
    - Women – 6.9% of workforce
    - Veterans – Good Faith Efforts
    - Individuals w/ Disabilities – Good Faith Efforts
- **CMCIP PROGRAM**
  - Construction Manager Coordinated Insurance Program
- **SIGNATORY TO CONSTRUCTION LABOR AGREEMENT (CLA)**

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## PRICING DETAIL SUMMARY MATRIX

MAJOR WORK DETAIL SUMMARY WORK TO BE COMPLETED BY OTHER	WORK BY OTHERS	GC COORD WORK RQRD	CM DIRECTED SUB	GC PRICE EFFORT ON CLIN
Installation of <b>Instruments and Controls</b> (Includes Target Systems Instrumentation and Controls Except below the instrument floor level)	X	X	X	CLIN 0001M1 MARKUP
Installation of <b>Fire Alarm Systems</b>	X	X	X	CLIN 0001P2 MARKUP
Installation of <b>3 inch thick Bulk Base Plate and 400 inch diameter Bulk Shielding Liner Vessel</b>	X	No	No	No
Installation of structural steel	X	No	No	No
Installation of Substructure Concrete ( <b><u>complete prior to start</u></b> )	X	No	No	No
Furnish, Operation and maintenance of Ringer Crane ( Monolith and “ Cold Box”)	X	X	X	No
General backfill, final grading, asphalt paving, underground utilities, and foundation drains ( <b><u>complete prior to start</u></b> )	X	No	No	No
Installation of Four Cooling Loop Drain Tanks and Hot Cell Mercury Collection Tank. ( <b><u>complete prior to start</u></b> )	X	No	No	No

**BUSINESS SENSITIVE**

1/7/02 1:02 PM; Slide 5

**KNIGHT/JACOBS JOINT VENTURE**

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## PRICING DETAIL SUMMARY MATRIX

MAJOR WORK DETAIL SUMMARY MATERIAL AND EQUIPMENT PROVIDED BY CM	CMFE	OTHERS	GC ALLOW FOR PRICING	GC PRICE EFFORT ON CLIN
Reinforcing Steel, Anchor Bolts, Metal Templates, Air Handling Units, Certified Embeds, Hepa Filters, Deionized Water Skids, Unit Substations, Motor Controls, 15Kv Switchgear, Public Address System, UPS	X		No	
RTBT Tunnel Shield Blocks ( <b>except GC shall relocate 310 to site</b> )	X		X	CLIN 0001BASE
W.B.S. 1.6.1.1 Target Assemblies. All components required for Target Cart and Hot Cell Process Equipment including stainless steel piping.	X		NOT DETERMINED	
W.B.S 1.6.2.1.1 Moderator System Components. Helium and Hydrogen System Components	X		NOT DETERMINED	
W.B.S. 1.6.4 Mock Up Test Stand . Four test stands	X		NOT DETERMINED	
W.B.S. 1.6.6 Target Bldg. and Ring Injection Dump Utilities	X		NOT DETERMINED	
W.B.S 1.6.7 Remote Handling systems,	X		NOT DETERMINED	

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## PRICING DETAIL SUMMARY MATRIX

MAJOR WORK DETAIL SUMMARY DIRECTED PROCUREMENT FOR MATERIAL AND EQUIPMENT TO BE USED BY GC	DP SOURCE AWARDED	USE OTHER SOURCE	GC ALLOW FOR PRICING	GC PRICE Markup ON CLIN
Concrete Material	X	No	4%Handling Charge Markup	0001K 1
Mechanical Commodities Piping materials, fittings etc.	X	No	4%Handling Charge Markup	0001K 2
Generators and Auto Transfer Switches	X	No	4%Handling Charge Markup	0001K 3
Variable Frequency Drives	X	No	4%Handling Charge Markup	0001K 4
Electrical Commodities	X	No	4%Handling Charge Markup	0001K 5

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## SOURCE SELECTION AND AWARD PROCESS

- SELECT RESPONSIVE OFFERS FOR CONSIDERATION
- EVALUATE OFFERS
- SCHEDULE OFFERORS IN COMPETITIVE RANGE FOR ORAL PRESENTATIONS
- REQUEST BEST AND FINAL
- CONTINUE EVALUATION
- RECOMMEND AWARD BASED ON PREESTABLISHED CRITERION



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## SOURCE SELECTION CRITERION

- **CRITERION 1: PROJECT EXECUTION** 17%  
PROJECT APPROACH (6%) JOB EXECUTION (6%) PRELIMINARY SCHEDULE (2%)  
RISK MITIGATION (2%) EXCEPTIONS TO SPECIFICATION (1%)
- **CRITERION 2: ENVIRONMENTAL, SAFETY AND HEALTH** 13%  
ESH PLAN (6%) EMR RATE (4%) EMPLOYEE SAFETY PLAN (3%)
- **CRITERION 3: TECHNICAL CAPABILITY AND CAPACITY** 19%  
RELEVANT WORK EXPERIENCE (5%) SUBS/SUPPLIERS (4%) MAJOR SUBS RECORD (5%)  
KEY EMPLOYEES (3%) PRESENT WORKLOAD (1%) PLANT AND EQUIPMENT (1%)
- **CRITERION 4: MANAGEMENT APPROACH** 11%  
SB PLAN (3%) QC PLAN (5%) MGMNT INVOLVEMENT (2%) PROBLEM SOLVING/  
DISPUTE RESOLUTION (1%)
- **CRITERION 5: PRICE** 40%  
OFFER AND PRICING SUPPORT (40%)

## SCORING BASED ON POINT RATING SYSTEM

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## ANTICIPATED ADVANCE PROCUREMENT PLAN

- ISSUE FORMAL SOLICITATION 01/17/02
- MANDATORY PRE-PROPOSAL CONFERENCE 02/17/02
- RECEIVED PROPOSALS 03/17/02
- ORAL PRESENTATIONS 04/05/02
- SUBCONTRACT AWARD 06/24/02
- ISSUE NOTICE TO PROCEED 07/11/02
- SUBCONTRACT COMPLETION 08/04/04